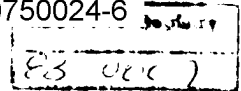


**Nederlandsche  
Standard Electric Mij B.V.**



83 0017

1e van der Kunstraat 292  
Postbus 16013  
2500 BA Den Haag  
Telefoon: 070 - 889383  
Telex: 31376

December 27, 1982

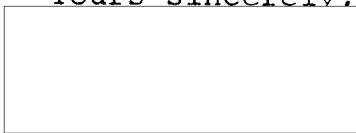
Dear Mr. McMahon,

We are looking for new electronic security products to add to our product line, but being situated in Holland, we lack familiarity with the U.S. market. It is easy to find companies who sell electronic security products, but we need to know about promising new products, the most innovative suppliers, and people who are most knowledgeable about the industry.

You and your colleagues are probably quite well informed about the U.S. electronic security market, and we would greatly appreciate it, if you can help us answer the questions we have.

Please fill out the questions on the following page and send them back in the envelope supplied. Please feel free to add any other comments or suggestions; your feedback is much appreciated.

Yours sincerely,



Business Development

STAT

83-0017

Encl.



**Nederlandsche  
Standard Electric Mij B.V.**

SURVEY

A) U.S. ELECTRONIC SECURITY MARKET

1. In your opinion, which firms offer the most complete line of electronic security products?

COMPANY: _____	COMPANY: _____
ADDRESS: _____	ADDRESS: _____
STATE: _____	STATE: _____
PHONE: _____	PHONE: _____

2. Which government agencies/associations do you think are the most knowledgeable about the electronic security market?

ORGANIZATION: _____	ORGANIZATION: _____
ADDRESS: _____	ADDRESS: _____
STATE: _____	STATE: _____
PHONE: _____	PHONE: _____

3. Do you know any people who are particularly knowledgeable about the electronic security market?

NAME: _____	NAME: _____
ORGANIZATION: _____	ORGANIZATION: _____
ADDRESS: _____	ADDRESS: _____
STATE: _____	STATE: _____
PHONE: _____	PHONE: _____

4. Which do you think are the most innovative and/or progressive firms in electronic security?

COMPANY: _____	COMPANY: _____
ADDRESS: _____	ADDRESS: _____
STATE: _____	STATE: _____
PHONE: _____	PHONE: _____

B) U.S. TECHNICAL SIGNALLING MARKET

5. In your opinion, which firms offer the most complete line of technical signalling products? (electronic temperature control for heating or cooling equipment, malfunction signals for elevators, computers, etc.)

COMPANY: _____	COMPANY: _____
ADDRESS: _____	ADDRESS: _____
STATE: _____	STATE: _____
PHONE: _____	PHONE: _____

6. Do you know of any government agencies/associations which are knowledgeable about the technical signalling market?

ORGANIZATION: _____	ORGANIZATION: _____
ADDRESS: _____	ADDRESS: _____

7. Do you know any people who are particularly knowledgeable about the technical signalling market?

NAME: _____	NAME: _____
ORGANIZATION: _____	ORGANIZATION: _____
ADDRESS: _____	ADDRESS: _____
STATE: _____	STATE: _____
PHONE: _____	PHONE: _____

8. Which firms do you think are the most innovative and/or progressive in the technical signalling market?

COMPANY: _____	COMPANY: _____
ADDRESS: _____	ADDRESS: _____
STATE: _____	STATE: _____
PHONE: _____	PHONE: _____

9. Which products do you think have good market potential in the:

a. Electronic Security Market  
product(s)

representing firm

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

b. Technical Signalling Market  
product(s)

representing firm

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

10. May we contact you for more information about these markets?  
Please fill in your:

NAME: _____	NAME: _____
TITLE: _____	TITLE: _____
COMPANY: _____	COMPANY: _____

Your help is very much appreciated. Please return the survey in the envelope supplied. Thank you!

**Page Denied**

**EXECUTIVE SECRETARIAT****Routing Slip**

TO:

		ACTION	INFO	DATE	INITIAL
1	DCI				
2	DDCI				
3	EXDIR				
4	D/ICS				
5	BDI				
6	DDA		✓		
7	DDO				
8	DDS&T				
9	Chm/NIC				
10	GC				
11	IG				
12	Compt				
13	D/EEO				
14	D/Pers				
15	D/OEA				
16	C/PAD/OEA				
17	SA/IA				
18	AO/DCI				
19	C/IPD/OIS				
20					
21					
22					

**SUSPENSE** \_\_\_\_\_  
Date \_\_\_\_\_

Remarks:

Executive Secretary

1/3/83

Date

STAT